

Message Text

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PAGE 01 HONG K 03925 141016Z

46

ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 /018 W

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R 140304Z APR 75

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 4561

INFO AMEMBASSY JAKARTA

AMEMBASSY SEOUL

AMEMBASSY TAIPEI

AMEMBASSY TOKYO

AMCONSUL SYDNEY

UNCLAS HONG KONG 3925

E.O. 11652: N/A

TAGS: BEXP, HK

SUBJECT: GLOBAL MARKET RESEARCH: ELECTRIC ENERGY SYSTEMS

REF: STATE A-816 OF 2/7/75

SUMMARY

TWO OF SEVEN FIRMS SOLICITED SUBMITTED BIDS FOR
SUBJECT RESEARCH. MARKETS FOR WHICH BIDS WERE TENDERED
WERE AUSTRALIA, INDONESIA, JAPAN, KOREA AND TAIWAN.
AS HONG KONG IS NOT AMONG COUNTRIES IN STUDY, NO RECOMMENDATION
FOR AWARD MADE. END SUMMARY

1. FOLLOWING ARE SUMMARIES OF BIDS:

(BUSINESS INTERNATIONAL - BI)

COUNTRY	BIDDER	AMOUNT	INTERVIEWS
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AUSTRALIA	BI	US\$4,800	20 - 30
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INDONESIA	BI	4,800	20 - 30
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COUNTRY	BIDDER	AMOUNT	INTERVIEWS
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INDONESIA	MOBIUS	US\$4,200	50
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JAPAN	MOBIUS	4,800	56
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KOREA	BI	4,800	20 - 30
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	MOBIUS	4,200	50
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TAIWAN	BI	4,800	20 - 30
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	MOBIUS	4,200	50
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PAGE 02 HONG K 03925 141016Z

BI OFFERS DISCOUNTS OF 10PERCENT FOR AWARD OF TWO STUDIES UND

15PERCENT FOR AWARD OF THREE OR MORE STUDIES. MOBIUS OFFERS DISCOUNTS OF 10 PERCENT FOR AWARD OF TWO STUDIES, 15PERCENT FOR AWARD OF THREE STUDIES AND 18PERCENT FOR AWARD OF FOUR STUDIES.

2. BI CLAIMS NO EXPERIENCE IN ELECTRIC EQUIPMENT FIELD IN ASIA/PACIFIC AREA BUT CONSIDERABLE EXPERIENCE IN STUDIES OF NATIONAL DEVELOPMENT PLANS AND SALES OPPORTUNITIES CREATED THEREBY FOR CAPITAL EQUIPMENT FIRMS.

MOBIUS LISTS 1974 PROCESS CONTROL STUDY FOR COMMERCE, 1975

AIR CONTROL EQUIPMENT FOR POWER PLANTS STUDY FOR U.S.

FIRM. LATTER STUDIES COVERED JAPAN, KOREA, TAIWAN, HONG

KONG, PHILIPPINES, THAILAND, MALAYSIA, SINGAPORE AND

INDONESIA. MOBIUS APPEARS VERY KNOWLEDGEABLE IN

FIELD OF POWER EQUIPMENT IN GENERAL.

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